

Message Text

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43

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E.O. 11652: NA

TAGS: BEXP, AMGT, APER

SUBJ: REPROGRAMMING OF ECONOMIC/COMMERCIAL POSITIONS

REF STATE 101921

1. OUR REQUIREMENTS COUNTYWIDE FOR ECONOMIC COMMERCIAL PERSONNEL INDICATE HIGH PRIORITY NEED FOR ONE ADDITIONAL FOREIGN SERVICE LOCAL, SUGGESTED GRADE FSL-3, TO SERVE AS COMMERCIAL LIBRARIAN/SECRETARY AT EMBASSY ANKARA.

2. THIS POSITION IS URGENTLY NEEDED SO THAT OUR COMMERCIAL LIBRARY, WHICH HAS BEEN DISMANTLED FOR PAST SEVERAL YEARS, CAN BE RESTORED TO OPERATION. LIBRARIAN/ SECRETARY WILL PERMIT US TO REESTABLISH THE COMMERCIAL LIBRARY TO SERVE US AND TURKISH BUSINESS VISITORS AND TO MAKE AVAILABLE TO THEM COMMERCIAL REFERENCE MATERIAL WHICH IS NOW PARTIALLY STORED AND PARTIALLY SCATTERED IN SEVERAL LOCATIONS NONE OF WHICH IS SATISFACTORY OR ADEQUATE FOR EASY USE. THE NEW EMPLOYEE WILL ALSO SERVE TO RECEIVE VISITORS AND PROVIDE SECRETARIAL WORK FOR COMMERCIAL SECTION. THE INCUMBENT WILL TAKE OVER TYPING NOW DONE OF NECESSITY BY THE COMMERCIAL ATTACHE AND TWO FSL COMMERCIAL SPECIALISTS, MUCH OF WHICH IS HANDLED BY VOLUNTARY OVERTIME. THIS WILL FREE OUR PRESENT COMMERCIAL

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STAFF TO DEVOTE MORE TIME TO DEVELOPMENT OF ADDITIONAL

TRADE OPPORTUNITIES.

3. STATE AND COMMERCE ARE WELL AWARE THAT OUR COMMERCIAL LIBRARY, FORMERLY OPERATED JOINTLY WITH USAID, WAS CLOSED IN 1974 DUE TO TERMINATION OF AID-FUNDED LIBRARIAN AND RELINQUISHMENT OF SPACE OCCUPIED BY LIBRARY BECAUSE OF PHASING OUT OF OUR BILATERAL AID PROGRAM IN TURKEY. (EMBASSY HAD BEEN PAYING ONE-THIRD OF SALARY OF LIBRARIAN UNDER AN SAS OFFSET ARRANGMENT.) OUR COMMERCIAL ACTIVITY IN ANKARA WAS CUT BACK, THEREFORE, WITH RESPECT TO BOTH THE ASSISTANCE TO VISITORS AND THE SECRETARIAL AND OTHER SUPPORT FOR THE EMBASSY'S COMMERCIAL ACTIVITIES THAT HAD BEEN PROVIDED BY THE FORMER LIBRARIAN.

4. TURKEY'S IMPORTS FROM THE UNITED STATES HAVE INCREASED TO OVER \$450 MILLION IN 1975 FROM \$350 MILLION IN 1974 AND \$185 MILLION IN 1973. THIS GROWTH HAS JUST KEPT PACE WITH GROWTH OF TURKISH IMPORTS AS A WHOLE. OUR MARKET SHARE HAS BEEN APPROXIMATELY TEN PER CENT IN EACH OF THOSE YEARS. HOWEVER, MARKET SITUATION IS SHIFTING AS TURKISH DEVELOPMENT PLANS UNFOLD AND MOVE INTO NEW AREAS OF EMPHASIS. OUR PRINCIPAL COMETITORS, GERMANS, BRITISH, OTHER WESTERN EUROPEANS, JAPANESE, CANADIANS ARE ALL SHOWING ADDITIONAL INTEREST IN TURKEY'S POTENTIAL MARKET FOR IMPORTS. WE MUST CONTINUE TO WORK AGGRESSIVELY IF WE WISH TO RETAIN, OR HOPE TO IMPROVE, OUR RELATIVE MARKET SHARE.

5. FOLLOWING THE INSPECTION OF POSTS IN TURKEY IN APRIL 1974, FOREIGN SERVICE INSPECTORS MADE SEVERAL RECOMMENDATIONS REGARDING ECONOMIC/COMMERCIAL POSITIONS. (SEE ANKARA A14, JANUARY 28, 1975). THESE RECOMMENDATIONS AND OUR SUBSEQUENT ACTION WERE AS FOLLOWS:

RECOMMENDATION NO. 17: THAT THE EMBASSY REPROGRAM TWO LOCAL EMPLOYEE SLOTS TO PROVIDE TWO ADDITIONAL POSITIONS IN THE ECONOMIC/COMMERCIAL SECTION: ONE COMMERCIAL SPECIALIST AND ONE LIBRARIAN-SECRETARY, WITH THE LATTER REPLACING THE CURRENT AID SLOT.

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THE EMBASSY SUBSEQUENTLY REVIEWED ITS LOCAL POSITIONS AND AS A CONSEQUENCE CONSIDERED THE POSSIBILITY OF TRANSFERRING ONE POSITION FROM BUDGET AND MANAGEMENT TO THE COMMERCIAL ATTACHE'S OFFICE. HOWEVER, AS EXPERIENCE SHOWED A DEFINITE NEED FOR THE RETENTION OF THE POSITION IN B&M, NO ACTION WAS TAKEN. OUR REQUIREMENT FOR ACOMMERCIAL LIBRARIAN/ SECRETARY HAS BEEN INCLUDED IN OUR BUDGET SUBMISSIONS FOR FY 1977.

IN CONNECTION WITH THE PAHSING OUT OF OUR AID PROGRAM,
THE EMBASSY HAS OBTAINED A NEW POSITION (AID FUNDED
FSR-4) IN THE ECONOMIC COMMERCIAL SECTION FOR AN EXPECTED
DURATION OF 18 MONHTS) TO ASSIST THE ECONOMIC/COMMERCIAL
COUNSELOR TO HANDLE RESIDUAL AID ACTIVITIES AND TO HANDLE
CERTAIN ECONOMIC REPORTING AND ANALYSIS FORMERLY HANDLED
BY THE AID STAFF.

RECOMMENDATION NO. 28: THAT THE EMBASSY REVIEW ITS REQUIREMENTS
FOR ADDITIONAL POSITIONS, TAKING ACCOUNT OF THE PO IBLITY OF REPRO-
GRAMMING EXISTING POSITIONS IN TURKEY.

THE EMBASSY HAS BEEN ABLE TO TRANSFER POSITION ISL-28 AT THE
CONSULATE GENERAL ISTANBUL FROM THE CONSULAR TO
THE ECONOMIC/COMMERCIAL SECTION THERE TO MEET TE GREATER
NEED. THIS TRANSFER HAS HELPED TO MEET THE INCREASING REQUIREMENTS
FOR COMMERCIAL SERVICES IN ISTANBUL.
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